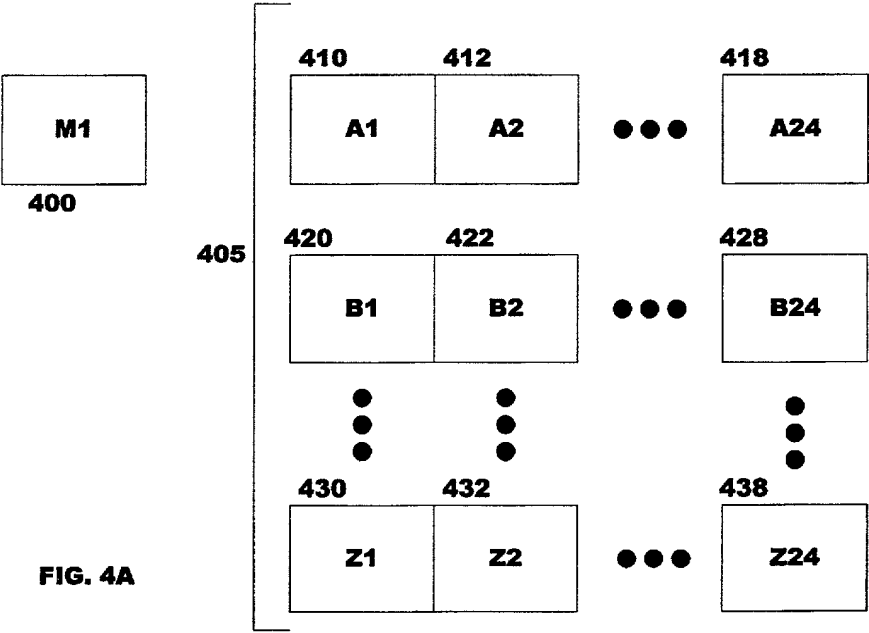


FIG. 3



410	A1	451	452	453	454
		WEIGHT - ELECTRONIC	WEIGHT - DIMENSIONAL	WEIGHT - INPUT	WEIGHT - CLASS BASED
		455			
		456			
		457			
		# PIECES			
		POSTAGE APPLIED			
		SPECIAL SERVICE POSTAGE APPLIED			

FIG. 4B

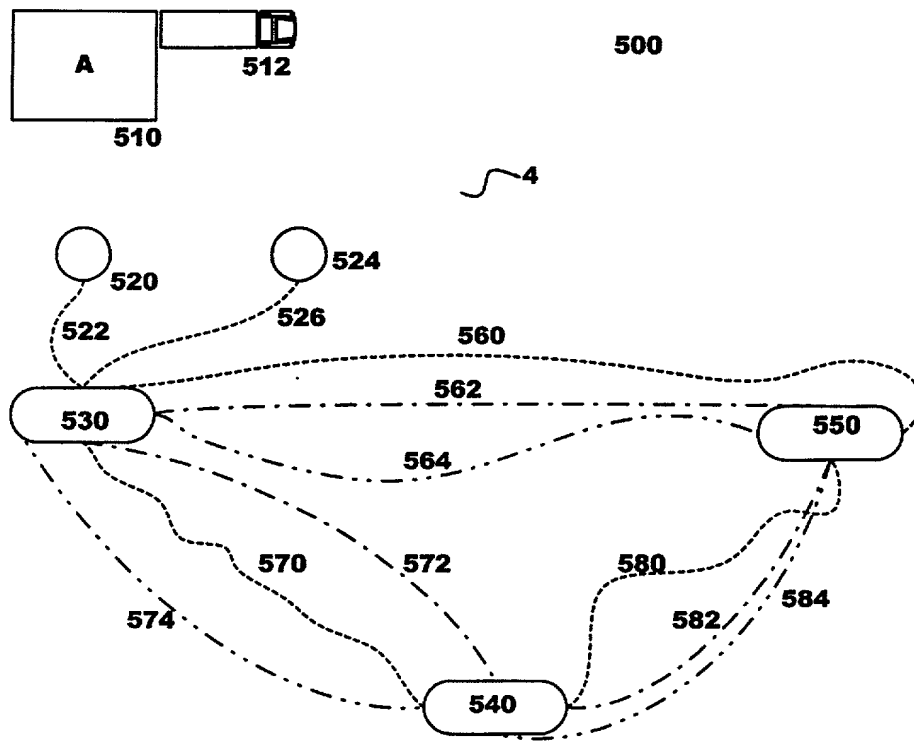


FIG. 5

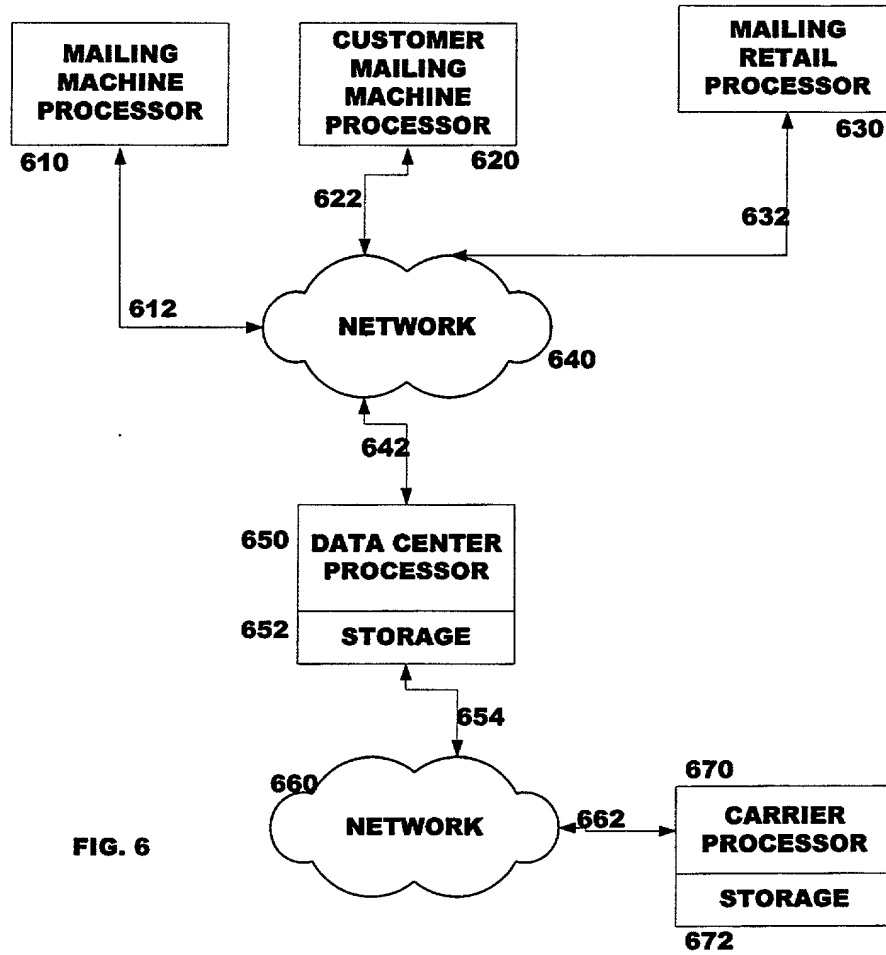
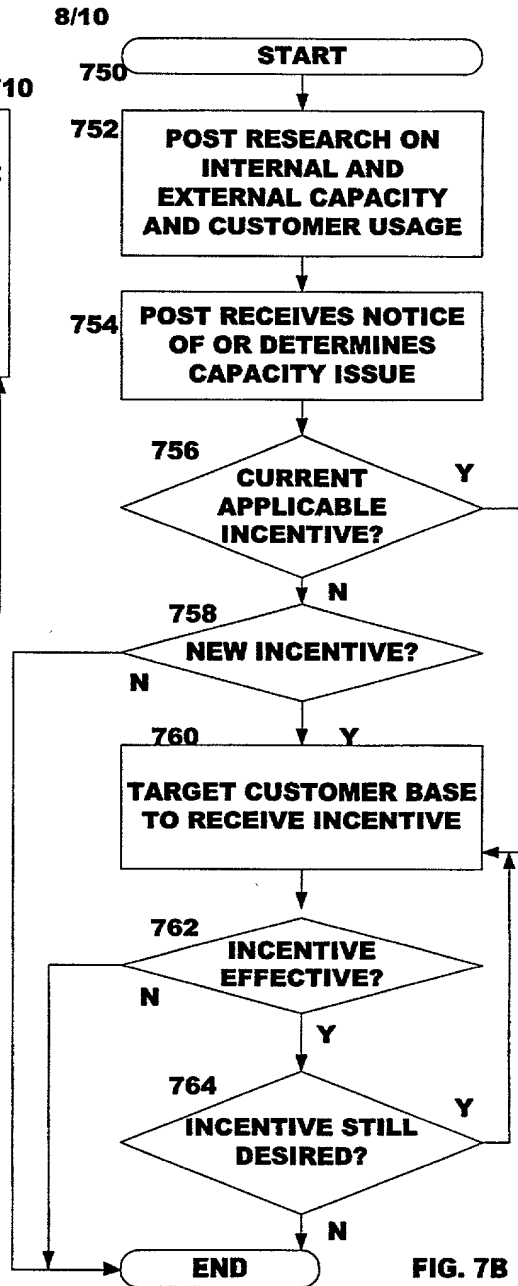
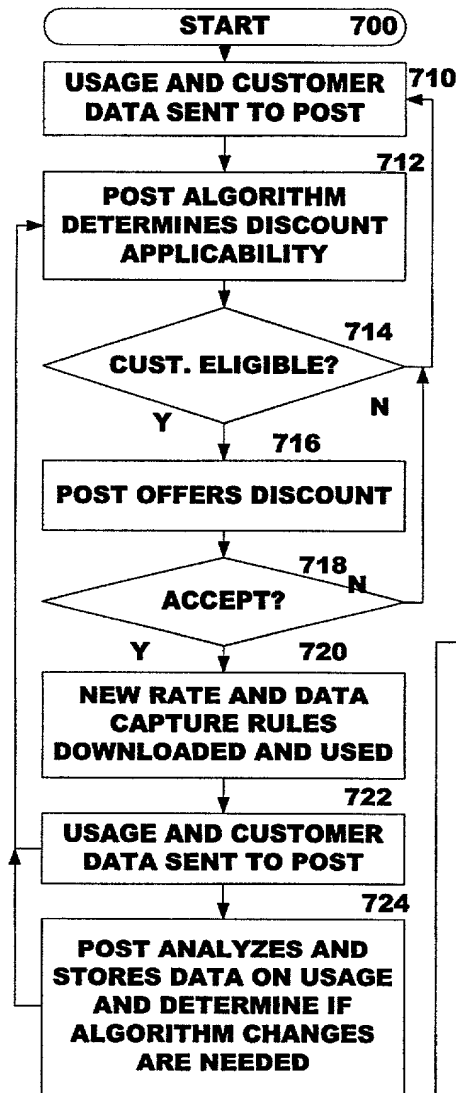


FIG. 6



9/10

AVERAGE WEEKLY % CLASS USAGE				
CLASS	EXPRESS	STANDARD	SLOW	
CUSTOMER				TOTAL
A	20%	50%	30%	100%
B	10%	70%	20%	100%
C	0%	20%	80%	100%
D	15%	35%	50%	100%

FIG. 8A

AVERAGE WEEKLY VOLUME BY CLASS				
CLASS	EXPRESS	STANDARD	SLOW	
CUSTOMER				TOTAL PIECES
A	2000	5000	3000	10000
B	2000	14000	4000	20000
C	0	4000	16000	20000
D	7500	17500	25000	50000
TOTALS	11500	40500	48000	100000

FIG. 8B

MAIL PRIORITY TABLE BY DAY						
DAY	1	2	3	4	5	6
CLASS						
EXPRESS	M					
STANDARD	D1	M				
SLOW	D1	D2	D3	D4	M	

FIG. 8C

10/10

CUSTOMER DATA						
WEEK	# CLASS A	# LASS B	\$ A TOTAL	\$ B TOTAL	A RATE (NEXT WEEK)	B RATE (NEXT WEEK)
INITIAL RATES					\$1.00	\$0.80
1	10	20	\$ 10.00	\$16.00	\$1.00	\$0.80
2	200	50	\$ 200.00	\$40.00	\$0.95	\$0.80
3	150	200	\$ 142.50	\$160.00	\$0.95	\$0.76
4.	60	150	\$ 57.00	\$114.00	\$1.00	\$0.76
5.	20	20	\$ 20.00	\$ 15.20	\$1.00	\$0.80

FIG. 9

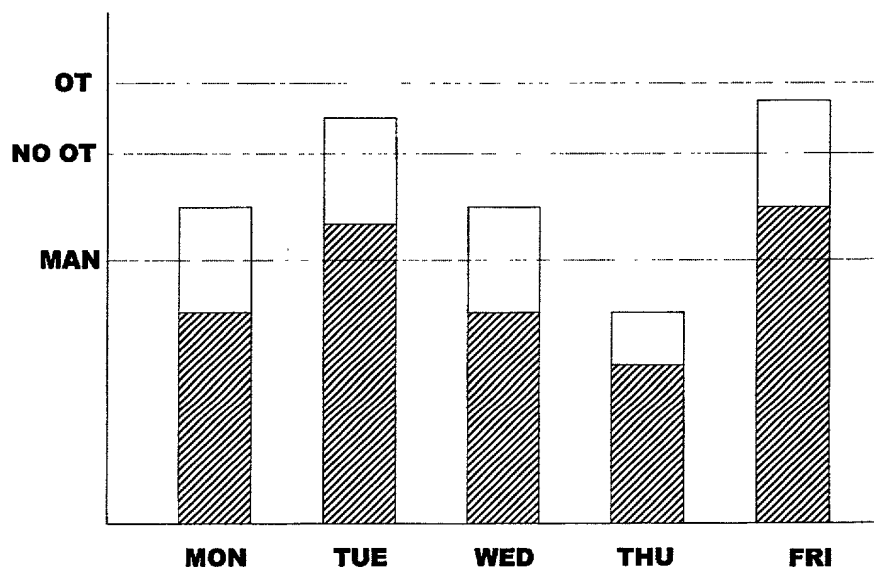


FIG. 10